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Forecast Definition

Forecast Definition

Create Forecast Snapshot Each Week

Active

Forecast Snapshot Day Sunday

3-102

Forecast Date

11/23/2003

103

Next Forecast Series Dates

Forecast Series Participants

Last Name

Phillips

Rogers

Taylor

Waller

Williams

First Name

Ethan

Rick

Ryan

Lisa

Joan

All 0-9 A B C D E F G H I J K L M N O P Q R S T U V W X Y Z

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Select your Forecast Snapshot Frequency

Create Forecast Snapshot Each\*

Week

\* = Required Field

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Fig. 2

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Select your Forecast Snapshot Auto Forecast Date

Forecast Snapshot Day\* Sunday

\* = Required Field

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Fig. 3

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Select the Roles you wish to include in your Forecast. The users related to each role will be the Forecast participants.

Company Roles

Field Sales Rep

Service Manager

Service Rep

Forecasting Roles

Executive

Sales & Marketing Manager

Inside Sales Rep

Administrator

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Fig 4

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# SIEBEL CRM OnDemand

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## Create

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- Opportunity
- Account
- Lead
- Service Request
- Solution

## Forecast Homepage

To view a forecast, select the appropriate Forecast Date. Automated forecasts must first be defined and scheduled by your administrator before they will be viewable.

### Forecast Homepage

All 0-9 A B C D E F G H I J K L M N O P Q R S T U V W X Y Z												Previous	Next
Status	Forecast Date	Pipeline	Forecast	Closed Revenue	Owner								
Active	9/21/2003	\$55,050,000.00	\$43,950,000.00	\$7,800,000.00	Ethan Phillips								
Active	9/21/2003	\$55,050,000.00	\$43,950,000.00	\$7,800,000.00	Joan Williams								
Active	9/21/2003	\$35,450,000.00	\$27,550,000.00	\$1,400,000.00	Ryan Taylor								
Active	9/21/2003	\$10,400,000.00	\$7,200,000.00	\$3,200,000.00	Rick Rogers								
Active	9/21/2003	\$0.00	\$0.00	\$0.00	Lisa Waller								
Active	10/12/2003	\$12,600,000.00	\$10,850,000.00	\$0.00	Ethan Phillips								
Active	10/12/2003	\$12,600,000.00	\$10,850,000.00	\$0.00	Joan Williams								
Active	10/12/2003	\$2,800,000.00	\$2,800,000.00	\$0.00	Ryan Taylor								
Active	10/12/2003	\$5,250,000.00	\$4,200,000.00	\$0.00	Rick Rogers								
Active	10/12/2003	\$0.00	\$0.00	\$0.00	Lisa Waller								
Active	10/19/2003	\$12,600,000.00	\$10,850,000.00	\$0.00	Ethan Phillips								
Active	10/19/2003	\$12,600,000.00	\$10,850,000.00	\$0.00	Joan Williams								
Active	10/19/2003	\$2,800,000.00	\$2,800,000.00	\$0.00	Ryan Taylor								
Active	10/19/2003	\$5,250,000.00	\$4,200,000.00	\$0.00	Rick Rogers								
Active	10/19/2003	\$0.00	\$0.00	\$0.00	Lisa Waller								
Active	10/26/2003	\$12,600,000.00	\$10,850,000.00	\$0.00	Ethan Phillips								
Active	10/26/2003	\$12,600,000.00	\$10,850,000.00	\$0.00	Joan Williams								
Active	10/26/2003	\$2,800,000.00	\$2,800,000.00	\$0.00	Ryan Taylor								
Active	10/26/2003	\$5,250,000.00	\$4,200,000.00	\$0.00	Rick Rogers								
Active	10/26/2003	\$0.00	\$0.00	\$0.00	Lisa Waller								
Active	11/2/2003	\$13,150,000.00	\$11,400,000.00	\$0.00	Ethan Phillips								
Active	11/2/2003	\$13,150,000.00	\$11,400,000.00	\$0.00	Joan Williams								
Active	11/2/2003	\$3,000,000.00	\$3,000,000.00	\$0.00	Ryan Taylor								
Active	11/2/2003	\$5,600,000.00	\$4,550,000.00	\$0.00	Rick Rogers								
Active	11/2/2003	\$0.00	\$0.00	\$0.00	Lisa Waller								

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All 0-9 A B C D E F G H I J K L M N O P Q R S T U V W X Y Z												Previous	Next
Status	Forecast Date	Pipeline	Forecast	Closed Revenue	Owner								
Active	9/21/2003	\$55,050,000.00	\$43,950,000.00	\$7,800,000.00	Ethan Phillips								
Active	9/21/2003	\$55,050,000.00	\$43,950,000.00	\$7,800,000.00	Joan Williams								
Active	9/21/2003	\$35,450,000.00	\$27,550,000.00	\$1,400,000.00	Ryan Taylor								
Active	9/21/2003	\$10,400,000.00	\$7,200,000.00	\$3,200,000.00	Rick Rogers								
Active	9/21/2003	\$0.00	\$0.00	\$0.00	Lisa Waller								
Active	10/12/2003	\$12,600,000.00	\$10,850,000.00	\$0.00	Ethan Phillips								
Active	10/12/2003	\$12,600,000.00	\$10,850,000.00	\$0.00	Joan Williams								
Active	10/12/2003	\$2,800,000.00	\$2,800,000.00	\$0.00	Ryan Taylor								
Active	10/12/2003	\$5,250,000.00	\$4,200,000.00	\$0.00	Rick Rogers								
Active	10/12/2003	\$0.00	\$0.00	\$0.00	Lisa Waller								
Active	10/19/2003	\$12,600,000.00	\$10,850,000.00	\$0.00	Ethan Phillips								
Active	10/19/2003	\$12,600,000.00	\$10,850,000.00	\$0.00	Joan Williams								
Active	10/19/2003	\$2,800,000.00	\$2,800,000.00	\$0.00	Ryan Taylor								
Active	10/19/2003	\$5,250,000.00	\$4,200,000.00	\$0.00	Rick Rogers								
Active	10/19/2003	\$0.00	\$0.00	\$0.00	Lisa Waller								
Active	10/26/2003	\$12,600,000.00	\$10,850,000.00	\$0.00	Ethan Phillips								
Active	10/26/2003	\$12,600,000.00	\$10,850,000.00	\$0.00	Joan Williams								
Active	10/26/2003	\$2,800,000.00	\$2,800,000.00	\$0.00	Ryan Taylor								
Active	10/26/2003	\$5,250,000.00	\$4,200,000.00	\$0.00	Rick Rogers								
Active	10/26/2003	\$0.00	\$0.00	\$0.00	Lisa Waller								
Active	11/2/2003	\$13,150,000.00	\$11,400,000.00	\$0.00	Ethan Phillips								
Active	11/2/2003	\$13,150,000.00	\$11,400,000.00	\$0.00	Joan Williams								
Active	11/2/2003	\$3,000,000.00	\$3,000,000.00	\$0.00	Ryan Taylor								
Active	11/2/2003	\$5,600,000.00	\$4,550,000.00	\$0.00	Rick Rogers								
Active	11/2/2003	\$0.00	\$0.00	\$0.00	Lisa Waller								

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Forecast Detail

Created for: Joan Williams

Create Date: 9/21/2003

Status: Active

Forecast Summary

Actual

Forecast

Quota

Best Case

Pipeline

Expected Revenue

7/1/2003

8/1/2003

9/1/2003

Totals

\$0.00

\$7,800,000.00

\$43,950,000.00

\$0.00

\$55,050,000.00

\$26,315,014.95

Team's Summary by Month

All 0-9 A B C D E F G H I J K L M N O P Q R S T U V W X Y Z

Owner/Alias

Date

Quota %

Forecast

Closed Revenue

Best Case

Pipeline

Last Updated

RROGERS

7/1/2003

0%

\$1,600,000.00

\$1,200,000.00

\$0.00

\$1,600,000.00

9/21/2003 11:23:38 PM

RROGERS

8/1/2003

0%

\$2,400,000.00

\$800,000.00

\$0.00

\$2,400,000.00

9/21/2003 11:23:38 PM

RROGERS

9/1/2003

0%

\$3,200,000.00

\$1,200,000.00

\$0.00

\$6,400,000.00

9/21/2003 11:23:38 PM

RTAYLOR

7/1/2003

0%

\$21,600,000.00

\$1,050,000.00

\$0.00

\$29,500,000.00

9/21/2003 11:23:37 PM

RTAYLOR

8/1/2003

0%

\$350,000.00

\$350,000.00

\$0.00

\$350,000.00

9/21/2003 11:23:37 PM

Totals

\$34,750,000.00

\$4,600,000.00

\$0.00

\$45,850,000.00

Show Full List

My Opportunities

All 0-9 A B C D E F G H I J K L M N O P Q R S T U V W X Y Z

Close Date

Forecasted

Opportunity Name

Account Name

Revenue

Sales Stage

Next Step

Previous

Next

Refresh

9/3/2003

Y

Bay Construction - Std Order - 5 Phoenix 900

Bay Construction

\$400,000.00

6 - Closed/Won

Call

Refresh

9/3/2003

Y

Bay Demolition Services - Std Order - 5 Phoenix 900

Bay Demolition Services

\$400,000.00

7 - Closed/Lost

E-mail

Refresh

9/30/2003

Y

Bobcat Loaders & Excavators - Std Order - 5 Phoenix 900

Bobcat Loaders & Excavators

\$400,000.00

3 - Short List

None

Refresh

8/18/2003

Y

Carter's Rigging & Supply - Std Order - 5 Phoenix 900

Carter's Rigging & Supply

\$400,000.00

6 - Closed/Won

None

Fig 6

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**Forecast Edit**

Forecast Summary				
Forecast Date	Closed Revenue	Forecast	Best Case	Pipeline
7/1/2003	\$3,450,000.00	\$25,200,000.00	\$0.00	\$33,100,000.00
8/1/2003	\$2,350,000.00	\$5,950,000.00	\$0.00	\$5,950,000.00
9/1/2003	\$2,000,000.00	\$12,800,000.00	\$0.00	\$16,000,000.00
Totals	\$7,800,000.00	\$43,950,000.00	\$0.00	\$55,050,000.00
				\$26,315,014.95

Fig 7



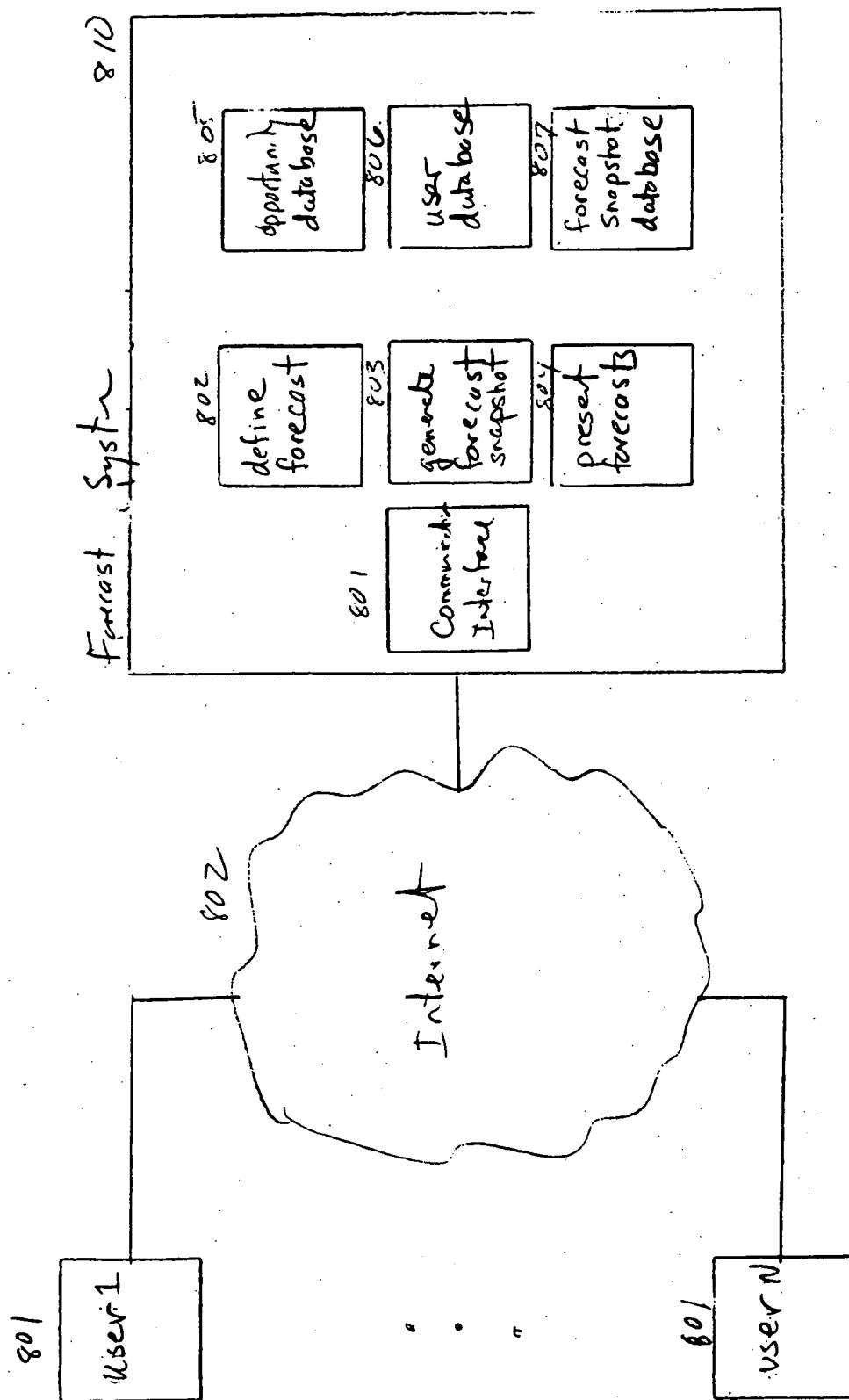


Fig 8

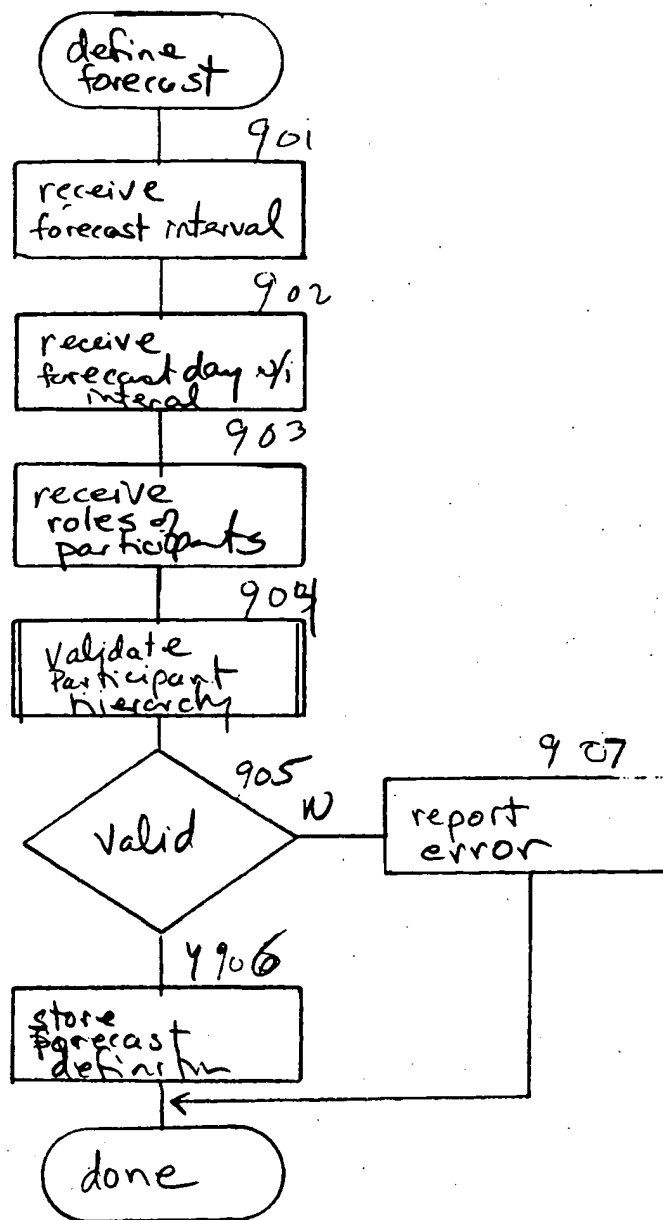


Fig 9

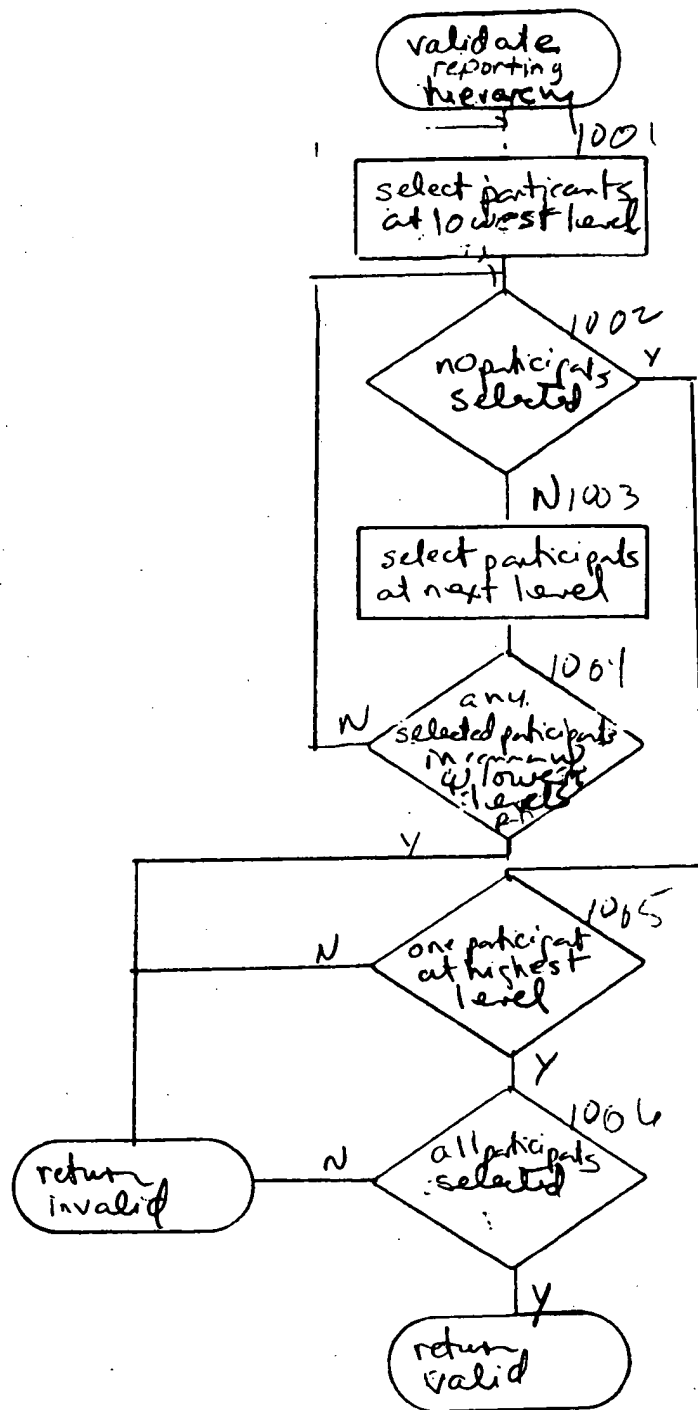


Fig 10

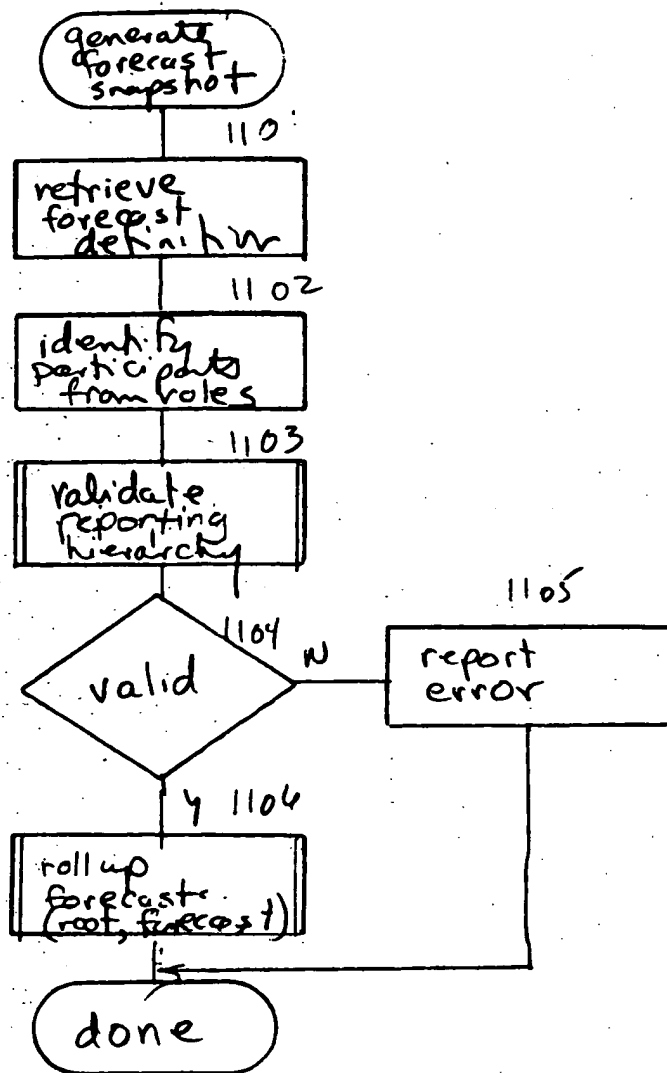


Fig 11

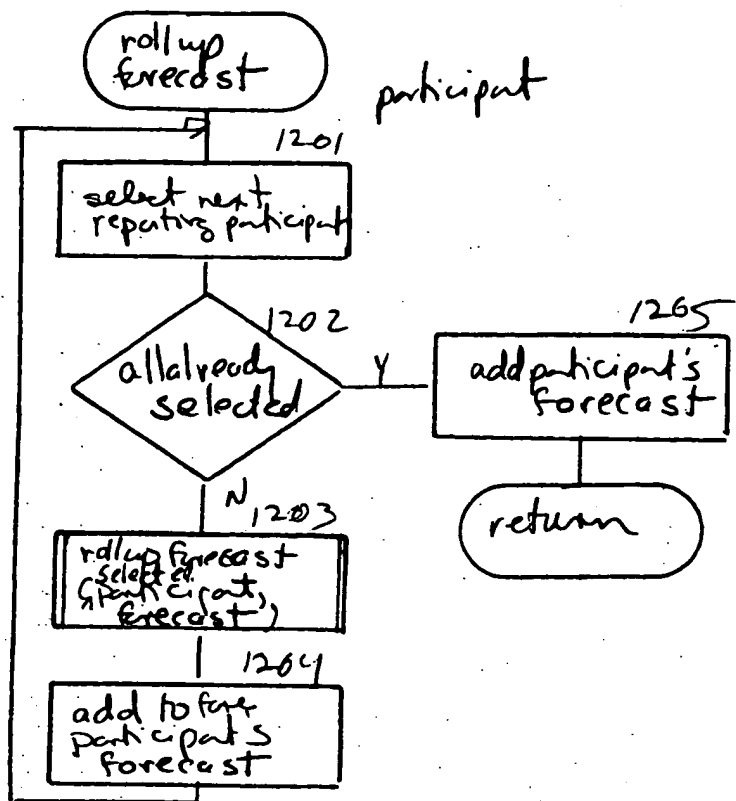


Fig 12

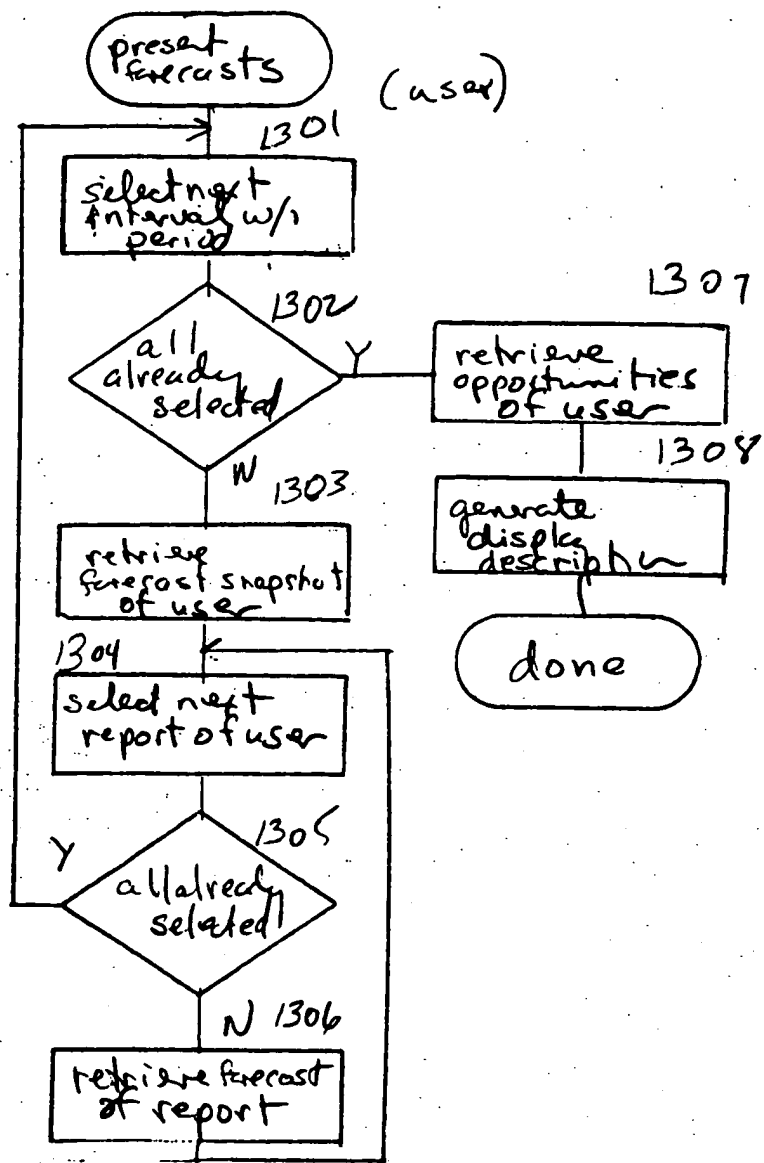


Fig 13